



# *Institute of Assessing Officers*

*affiliated with the*

## *New York State Assessors Association*

### COMERCIAL AND INDUSTRIAL VALUATION

**Instructor: John Zukowski, MAI, IAO, SRA**

**June 24, 26, 28, July 1, 2024 9:00 a.m. – 4:00 p.m.**

**This class will be delivered via Zoom.**

**Links will be emailed to all registrants on the morning of each class day.**

This course is designed to provide a basic understanding and overview of the procedures and practices necessary to appraise commercial/industrial properties. Valuations of this type can be complex and challenging even for experienced appraisers. The session includes introductory and basic instruction on how to prepare and perform a commercial/industrial appraisal. It also identifies physical types of structures and discusses appropriate use of the three approaches to value: cost approach, income approach, and sales comparison approach. In our review of the ORPTS Building Classification System, we will discuss elements of comparison and typical purchasers to develop the most applicable approaches to value of each type. (This course is a requirement for county directors seeking basic certification from ORPTS and can be taken for basic certification by assessors.)

**You must have a camera and microphone on your device to register for this class. If you register and attend and do not have a microphone and camera, you will not receive credit and no refund will be given.**

**I affirm that my device has a working camera and a working microphone and that the camera will be on at all times during the class.**

**FEE:** (check appropriate one)

\_\_\_ \$450.00 for members of the IAO (Institute of Assessing Officers)

\_\_\_ \$470.00 for members of NYSAA

\_\_\_ \$625.00 for non-members of NYSAA

Name \_\_\_\_\_ Phone \_\_\_\_\_

Municipality/Company \_\_\_\_\_

Job Title \_\_\_\_\_

Mailing Address \_\_\_\_\_

Email (Required) \_\_\_\_\_

Registration deadline is June 21, 2024. No refunds after June 21, 2024. To register by mail, send a check or your municipality's completed voucher for the amount for which you qualify. Make checks payable to New York State Assessors Association. Mail to NYSAA, 116 Salina St., Suite 8, Liverpool, NY 13088. To register by fax, fax your registration and voucher to 315-410-5660. Or, register and pay online at [www.nyassessor.org](http://www.nyassessor.org). Questions? Call 315-706-3424 or email [admin@nyassessor.org](mailto:admin@nyassessor.org).

**IAO RECERTIFICATION AND ORPTS CONTINUING EDUCATION CREDITS:** One credit will be awarded for each classroom hour.

**REIMBURSEMENT:** Eligible assessors and county directors who attend will receive basic/continuing education credit and reimbursement from ORPTS pursuant to their current rules and approval by the Department of Budget.